

QUEENS

Market Overview

A Quarterly Survey of Queens Residential Sales

2Q 09



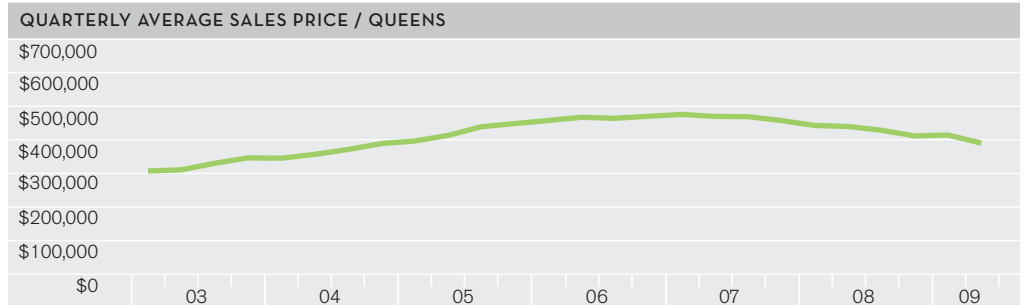
Prepared by Miller Samuel Inc.
A New York residential real estate appraisal company

Number of sales and price indicators fell

Price indicators declined The average sales price of a Queens property that closed during the quarter was \$396,756, down 11.5% from the \$448,397 average sales price during the same period last year. Following the same pattern, median sales price for the second quarter was \$362,000, down 13.8% from the \$420,000 median sales price during the same period last year. When breaking out the re-sale market from the new development market, the trend varies significantly. Re-sale properties reflected a 15.3% decline in median sales price to \$350,000, from \$413,400 during the same period in the prior year. In contrast, the median sales price for new development sales increased 19.4% to \$507,447 from \$424,866 in the prior year quarter. Since re-sale properties accounted for 95.3% of all sales in Queens in the quarter, the 4.7% market share of new development sales did not provide much upward skew to the overall price indicators. The average square footage of a new development was 945 square feet, compared to 1,747 square feet for re-sale properties.

Sales down year over year, but up from prior quarter There were 2,129 sales in the quarter, 45.1% below the 3,876 sales from the prior year quarter, but up 18.2% from 1,801 sales in the prior quarter. The increase in the number of sales was higher than a seasonal increase, reflecting a release of pent-up demand from the limited

QUEENS MARKET MATRIX	Current Qtr	% Chg	Prior Qtr	% Chg	Prior Year Qtr
Average Sales Price	\$396,756	-5.9%	\$421,818	-11.5%	\$448,397
Median Sales Price	\$362,000	-7.9%	\$393,000	-13.8%	\$420,000
New Developments	\$507,447	-17.2%	\$612,497	19.4%	\$424,866
Re-Sale	\$350,000	-7.9%	\$380,000	-15.3%	\$413,400
Number of Sales	2,129	18.2%	1,801	-45.1%	3,876
Days on Market (from Last List Date)	107	0%	107	11.5%	96
Listing Discount (from Last List Price)	7.7%		8.4%		4.2%
Listing Inventory	10,100	-3.1%	10,421	-14.3%	11,783



activity in late 2008 and early 2009. Listing inventory fell 14.3% to 10,100 units from 11,783 units in the prior year quarter. The decline in inventory is indicative of many sellers who do not have urgency to sell and have opted to list their properties when the market improves. The monthly absorption rate reached a record 17.4 months in the first quarter, but has fallen to 14.2 months in the second quarter, 5.1 months longer than the 9.1 month absorption rate during the same period last year. The decline in inventory in the second quarter coupled with the larger decline in the number of sales caused the

absorption rate to fall. The monthly absorption rate averaged 6.8 months over the past 5 years.

Listing discount and days on market expanded

The distance in price the seller and buyer had to travel to come to an agreement on price expanded over the past year, but seasonality influenced a tighter discount in the second quarter. The listing discount was 7.7% in the second quarter up from 4.2% in the prior year quarter, but down from the 8.4% listing discount of the prior quarter. Days on market was 107 days, 11 days longer than the 96 days on market averaged in the prior year quarter and unchanged from the prior quarter.

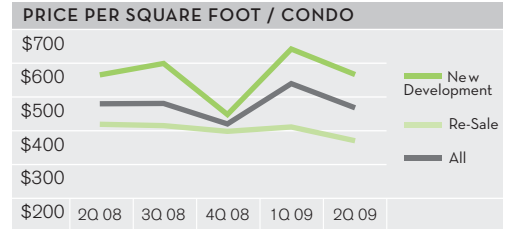
CONDO *market*

Price indicators saw modest decline

Number of sales declined as price indicators slipped There were 201 condo sales in the second quarter, 46.5% below the 376 sales of the prior year quarter, but 6.9% higher than the 188 sales in the prior quarter. Median sales price slipped 0.6% to \$386,437 from \$388,674 in the same period last year. Average sales price posted the same pattern slipping 0.5% to \$439,716 from \$441,787 in the prior year quarter. Price per square foot slipped 2.7% over the same period

CONDO MARKET MATRIX		Current Qtr	% Chg	Prior Qtr	% Chg	Prior Year Qtr
Average Sales Price	All	\$439,716	-10.3%	\$490,204	-0.5%	\$441,787
	New Development	\$536,056	-15.3%	\$633,136	4.9%	\$511,003
Price per Square Foot	All	\$468	-13.4%	\$540	-2.7%	\$480
	New Development	\$567	-11.8%	\$643	0.2%	\$566
Median Sales Price	All	\$386,437	-15%	\$454,860	-0.6%	\$388,674
	New Development	\$507,447	-21.4%	\$645,282	19.7%	\$423,852
Number of Sales		201	6.9%	188	-46.5%	376

to \$468 from \$480 in the same period last year. New development sales accounted for 49.3% of all condo sales. New development closings tend to reflect prior market conditions that lag the current market by 12-18 months, which were better than the current conditions.



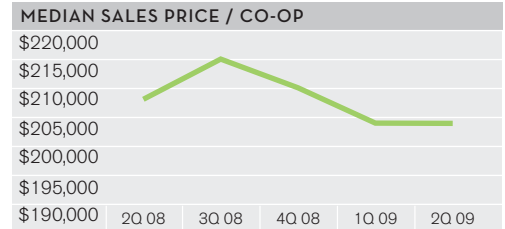
CO-OP *market*

Number of sales declined as price indicators slipped

Price indicators posted modest declines There were 615 sales in the second quarter, 46.1% below the prior year quarter total of 1,140 sales, but jumped 29.2% from 476 sales in the prior quarter. The median sales price of a Queens co-op was \$203,809, 2% below the \$208,000 median sales price during the same period last year. Average

CO-OP MARKET MATRIX		Current Qtr	% Chg	Prior Qtr	% Chg	Prior Year Qtr
Average Sales Price		\$219,332	-0.4%	\$220,149	-3.5%	\$227,229
Median Sales Price		\$203,809	0%	\$203,854	-2%	\$208,000
Number of Sales		615	29.2%	476	-46.1%	1,140

sales price followed the same pattern with a 3.5% decline to \$219,332 from \$227,229 in the prior year quarter. Median sales price by quintile showed single digit year over year declines with the exception of the top quintile, increasing 3.2% to \$345,000.



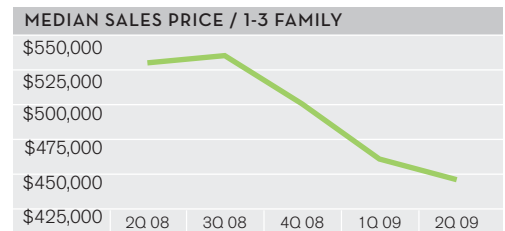
1-3 FAMILY *market*

Number of sales and price indicators declined

Price indicators showed similar declines The median sales price of a Queens 1-3 family property was \$445,000, down 16% from \$529,745 in the prior year quarter. Price per square foot declined 11.7% to \$262 per square foot from \$297 per square foot last year at this time. Average sales price declined 14.9% to \$473,284 from

1-3 FAMILY MARKET MATRIX		Current Qtr	% Chg	Prior Qtr	% Chg	Prior Year Qtr
Average Sales Price		\$473,284	-4.4%	\$494,939	-14.9%	\$556,285
Price per Square Foot		\$262	-1.5%	\$266	-11.7%	\$297
Median Sales Price		\$445,000	-3.3%	\$460,000	-16%	\$529,745
Number of Sales		1,313	15.5%	1,137	-44.4%	2,360

\$556,285 in the second quarter of 2008. There were 1,313 sales in the second quarter, down 44.4% from 2,360 in the prior quarter, but up 15.5% from 1,137 sales in the prior quarter. The average size of a 1-3 family property sale in the second quarter was 1,806 square feet.



LUXURY *market*

Price indicators below prior year levels

Both price indicators declined The median sales price fell 9.1% to \$800,000 in the second quarter from \$880,000 in the same period a year ago and 1% below the \$814,600 of the prior quarter. For five consecutive quarters, the year over year change in quarterly median sales price has posted declines. The decline in median sales price has

LUXURY MARKET MATRIX		Current Qtr	% Chg	Prior Qtr	% Chg	Prior Year Qtr
Average Sales Price		\$860,201	-1%	\$869,027	-9.8%	\$953,300
Median Sales Price		\$800,000	-1.8%	\$814,600	-9.1%	\$880,000
Number of Sales		213	18.3%	180	-45.1%	388

occurred in all five quintiles in the second quarter. Average sales price reflected the same pattern, declining 9.8% to \$860,201 from \$953,300 in the prior year quarter and 1.8% below the prior quarter average sales price of \$869,027.



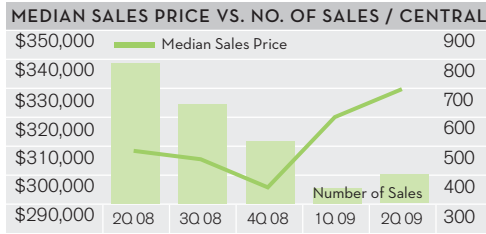
Note: This sub-category is the analysis of the top ten percent of all co-op, condo and 1-3 family sales. The data is also contained within the co-op, condo and 1-3 family markets presented.

CENTRAL

Price indicators mixed

Number of sales below prior year levels There were 402 sales in the quarter, 49.6% below the same period last year with 798 sales. The median sales price was \$329,950, up 7.1% from \$308,000 in the prior year quarter; while average sales price declined 2.9% to \$370,209 from \$381,219 over the same period. Market share slipped to 18.9% of all sales in the borough from 20.6% in the same period last year.

CENTRAL QUEENS MARKET MATRIX	Current Qtr	% Chg	Prior Qtr	% Chg	Prior Year Qtr
Average Sales Price	\$370,209	0.7%	\$367,699	-2.9%	\$381,219
Median Sales Price	\$329,950	3.1%	\$320,000	7.1%	\$308,000
Number of Sales	402	13.2%	355	-49.6%	798



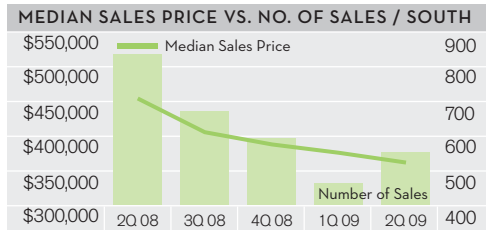
QUINTILES / Median Sales Price by No. of Sales / CENTRAL	Current Qtr	% Chg Prior Year Qtr
5/5	\$647,500	-7.5%
4/5	\$445,000	-4.9%
3/5	\$329,950	10%
2/5	\$218,000	3.8%
1/5	\$141,231	-3.3%

SOUTH

Number of sales posted decline

Price indicators declined Number of sales declined 34.4% to 554 units, from 845 units in the same period last year. The median sales price was \$360,000, down 20.9% from the \$455,000 median sales price of the prior year quarter. Average sales price declined 15.4% to \$358,085 in the second quarter from \$423,292 in the prior year quarter.

SOUTH QUEENS MARKET MATRIX	Current Qtr	% Chg	Prior Qtr	% Chg	Prior Year Qtr
Average Sales Price	\$358,085	-7.5%	\$387,033	-15.4%	\$423,292
Median Sales Price	\$360,000	-3.9%	\$374,500	-20.9%	\$455,000
Number of Sales	554	19.9%	462	-34.4%	845



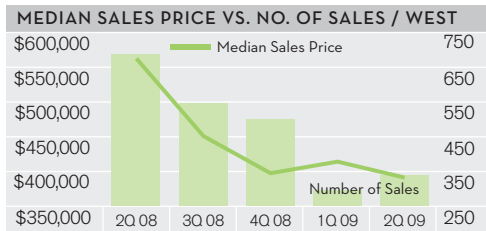
QUINTILES / Median Sales Price by No. of Sales / SOUTH	Current Qtr	% Chg Prior Year Qtr
5/5	\$538,525	-13.9%
4/5	\$420,000	-16.8%
3/5	\$360,000	-14.8%
2/5	\$281,500	-21.8%
1/5	\$190,000	-21.6%

WEST

Number of sales declined

Both price indicators posted declines The number of sales declined 51.2% to 340 units from 697 units in the same period last year, but increased 14.9% from 296 units in the prior quarter. Median sales price was \$388,500, down 31.2% from \$565,000 in the prior year quarter. Average sales price dropped 15% to \$393,200 this quarter from \$462,829 in the same period last year.

WEST QUEENS MARKET MATRIX	Current Qtr	% Chg	Prior Qtr	% Chg	Prior Year Qtr
Average Sales Price	\$393,200	-7.6%	\$425,617	-15%	\$462,829
Median Sales Price	\$388,500	-5.7%	\$412,110	-31.2%	\$565,000
Number of Sales	340	14.9%	296	-51.2%	697



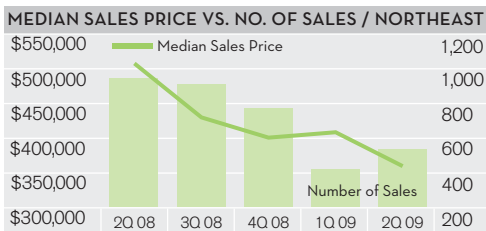
QUINTILES / Median Sales Price by No. of Sales / WEST	Current Qtr	% Chg Prior Year Qtr
5/5	\$700,000	-9.7%
4/5	\$493,333	-14.2%
3/5	\$388,500	-12.7%
2/5	\$246,000	-14.3%
1/5	\$135,000	-10%

NORTHEAST

Price indicators and number of sales declined

Number of sales, price indicators fell Median sales price was \$357,770, a 29.8% drop from the \$510,000 median sales price of the prior year quarter. Average sales price declined 14% to \$424,658 from \$493,607 in the prior year quarter. There were 541 sales in the second quarter, down 43.7% from 961 sales in the same period last year.

NORTHEAST QUEENS MARKET MATRIX	Current Qtr	% Chg	Prior Qtr	% Chg	Prior Year Qtr
Average Sales Price	\$424,658	-5.9%	\$451,108	-14%	\$493,607
Median Sales Price	\$357,770	-12.3%	\$408,000	-29.8%	\$510,000
Number of Sales	541	27.9%	423	-43.7%	961



QUINTILES / Median Sales Price by No. of Sales / NORTHEAST	Current Qtr	% Chg Prior Year Qtr
5/5	\$775,000	-8.6%
4/5	\$539,000	-11.1%
3/5	\$357,770	-19.6%
2/5	\$230,000	-11.5%
1/5	\$155,900	-9.6%

NORTHWEST

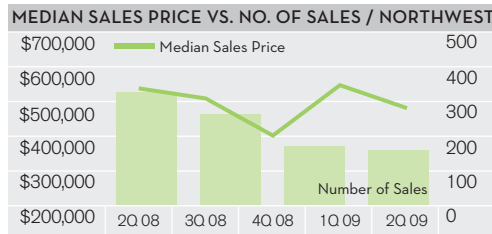
Number of sales and overall price indicators declined

Number of sales less than half the prior year quarter There were 162 sales in the second quarter, 51.2% below the prior year quarter total of 332 sales, but unchanged from the prior quarter total of 162 sales. In the second quarter, new development market share was 37% of all regional sales, but less than the 46.9% market share of the prior quarter. Despite the drop, market share is still considered elevated compared to levels of the past several years. This is due to a drop in re-sale activity resulting in a gain in market share for new development rather than an increase in new development activity.

Price indicators in four of five quintiles rose The overall median sales price was \$481,325 in the second quarter, 10.9% below the \$540,000

NORTHWEST QUEENS MARKET MATRIX	Current Qtr	% Chg	Prior Qtr	% Chg	Prior Year Qtr
Average Sales Price	\$479,541	-11.6%	\$542,343	-14.7%	\$561,959
Median Sales Price	\$481,325	-12.4%	\$549,428	-10.9%	\$540,000
Number of Sales	162	0%	162	-51.2%	332

CONDO SUBMARKET MATRIX / NORTHWEST	Current Qtr	% Chg	Prior Qtr	% Chg	Prior Year Qtr
Average Sales Price	\$588,958	-12.6%	\$674,148	-7.8%	\$638,862
Price per Square Foot	\$666	-2.8%	\$685	-3.2%	\$688
Median Sales Price	\$549,855	-17.3%	\$664,856	3.5%	\$531,184



QUINTILES / Median Sales Price by No. of Sales / NORTHWEST	Current Qtr	% Chg Prior Year Qtr
5/5	\$789,072	-12.3%
4/5	\$626,465	1.4%
3/5	\$481,325	7%
2/5	\$329,550	15.6%
1/5	\$178,500	1.7%

median sales price of the prior year quarter. Despite the overall decline in median sales price, four of the five quintiles posted increases over the prior year quarter. The exception was the

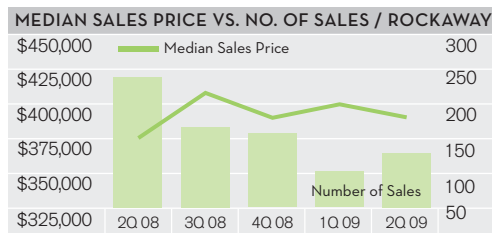
top quintile, which fell 12.3% to \$789,072 from \$900,000 in the same period last year. The overall average sales price fell 14.7% over the same period to \$479,541 from \$561,959.

ROCKAWAY

Price indicators showed gains

Number of sales below prior year levels The median sales price was \$390,322 in the second quarter, up 4.1% from \$375,000 in the prior year quarter. Average sales price posted larger increases over the same period, up 13.8% to \$433,664 from \$380,962 in the same period last year. There were 130 sales, a 46.5% decline from 243 sales in the same period last year.

ROCKAWAY QUEENS MARKET MATRIX	Current Qtr	% Chg	Prior Qtr	% Chg	Prior Year Qtr
Average Sales Price	\$433,664	-2.2%	\$443,607	13.8%	\$380,962
Median Sales Price	\$390,322	-2.4%	\$400,000	4.1%	\$375,000
Number of Sales	130	26.2%	103	-46.5%	243



QUINTILES / Median Sales Price by No. of Sales / ROCKAWAY	Current Qtr	% Chg Prior Year Qtr
5/5	\$738,537	9.3%
4/5	\$561,500	-1.5%
3/5	\$390,322	-7.1%
2/5	\$224,950	-20.4%
1/5	\$138,480	-7.7%

NEIGHBORHOODS OF QUEENS

- | | | | | | | | |
|--|--|--|--|---|---|---|--|
| CENTRAL | NORTHEAST | NORTH WEST | SOUTH | WEST | ROCKAWAY | | |
| Bellerose
Briarwood
Floral Park
Forest Hills
Fresh Meadows
Glen Oaks
Hillcrest | Hollis Hills
Holliswood
Jamaica Estates
Jamaica Hills
Kew Gardens
Queens Village
Rego Park | Bayside
Beechhurst
College Point
Douglaston
Flushing North
Flushing South
Little Neck
Oakland Gardens
Whitestone | Astoria
Long Island City
Sunnyside
Woodside | Airport JFK
Cambria Heights
Hollis
Jamaica
Jamaica Bay
Laurelton
Ozone Park | Richmond Hill
Rosedale
So. Jamaica Bay
South Jamaica
South Ozone Park
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